

As I said earlier in my remarks, it seems like you come to these things with a broad type of statement. I personally don't know exactly what was wanted here. I don't want to get off of the subject but we do as an association issue monthly to our members prepared weather charts. We constantly try to keep abreast of these situations, and I might just say for a minute so that you will know of whom you are speaking, the background of the Masonry Contractors Association, that just by accident this was with my material left over from one of our previous meetings. It was a profile study of information to the contractors association. So that you will understand our concern and the impact on the economy of the country of the Masonry Contractors Association, a conservative study shows that we do a volume of \$600 million per year.

Talking of information, we have collected this information from Canada, every State in the Union, and we could fill a trunk with it, believe me when I tell you. We present to our members drawings of how to make these temporary enclosures.

We give them cost studies. We solve their jurisdictional problems for all weather work. Information we have, gentlemen, and if we had known that you wanted it here we could have set up a projector here and put it right on the screen for you. There is no question about it.

Mr. STEIGER. You obviously feel very strongly about this, which I think is helpful to the committee. What led the masonry contractors specifically to go the route of the establishment of the cooperative effort with the Bricklayers, Masons, and Plasterers International, the Masonry Contractors, and the Portland Concrete, et cetera. Why, for example, did your organization take the lead in the problem and the Associated General Contractors did not?

Mr. VELARDO. Well, for some of the reasons that I touched on lightly. The awarding of contracts, the establishment of various burdens in a job is a time-honored, historic thing in this country and if you have the time it will take me 3 or 4 minutes to kind of fill you in on this.

As a masonry subcontractor let us say, for example, we will take a job that came up for bid that I didn't bid the day it was due for bids with nothing to do with my bidding procedures. Maybe I had no interest but a general contractor has a job.

Now, he elects to subcontract, sublet the masonry portion of the job which, as a rule will run from 10 to 25 or 30 percent of the total project. In so doing, of course, he wants to make the best deal that he can, No. 1, for himself. No. 2, presumably for the owner, and hopefully he will do something for the poor subcontractor, you see, but this is the way it is done.

Now you evaluate the job and as you look at it you say to yourself, "There are a number of things in this job that require some discussion with the general contractor prior to arriving at some agreement to do the job or not to do the job." This is where you have the advantage after the bid. You say, "What do you contemplate as a construction schedule for this particular job?" Well, let's say today is the 17th of July. "We're clearing the site. We're going to have equipment in there, foundations, September 1, all the material on the site. You will start the masonry September 5 and there is no reason why you shouldn't be at the 10th floor on three wings of this building by December 15 and no problem with winter work."